

## Message Text

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PAGE 01 SAN SA 04773 032305Z

62

ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 PM-03 RSC-01 /018 W

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P 032155Z DEC 74

FM AMEMBASSY SAN SALVADOR

TO SECSTATE WASHDC PRIORITY 6957

LIMITED OFFICIAL USE SAN SALVADOR 4773

STADIS////////////////////////////////////

E.O. 11652 - N/A

TAGS: BTIO, ETEL, ES

SUBJ: COMMERCIAL SALES OPPORTUNITY: MILITARY RADIO NETWORK

STATE ALSO PASS COMMERCE ON RESTRICTED BASIS

1. THE PRESIDENT OF THE ADMINISTRACION NACIONAL DE TELECOMMUNICACIONES (ANTEL) LT COL JOSE GUILLERMO GARCIA HAS APPROACHED AN EMBOFF CONFIDENTIALLY WITH THE FOLLOWING COMMERCIAL OPPORTUNITY.

2. ANTEL WISHES TO PURCHASE COMMERCIALLY A RADIO OR RADIO TELEPHONE NET TO SERVE GOES SENIOR MILITARY COMMANDERS. THE NET WILL CONSIST OF 26 FIXED STATIONS THROUGHOUT EL SALVADOR (MAXIMUM DEPENDABLE RANGE REQUIREMENT WOULD THUS BE ABOUT 185KM). THERE WOULD BE 4 MOBILE STATIONS, MOUNTED INOBTRUSIVELY IN PRIVATE AUTOMOBILES, PRIMARILY LOCATED IN SAN SALVADOR. NET CONTROL WOULD BE AT ANTEL-SAN SALVADOR. NET SHOULD BE CAPABLE OF OPERATING IN CLEAR BOTH ON ALL-STATION BASIS AND THROUGH INDIVIDUALIZED CHANNELS NOT READILY MONITORED BY OTHER NET STATIONS. FOR EXAMPLE THE MINISTER OF DEFENSE SHOULD BE ABLE TO COMMUNICATE WITH A GIVEN COMMANDER BILATERALLY. TWO TO FOUR SUCH BILATERAL CHANNELS SHOULD BE AVAILABLE.

3. COMMUNICATIONS SECURITY, WHILE WELCOME, IS NOT A PRIME CONCERN. IF OFFERED, RADIO-TELEPHONE SCRAMBLERS WOULD SUFFICE. HOWEVER, A NET OPEN TO RADIO MONITORING IS ACCEPTABLE.

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PAGE 02 SAN SA 04773 032305Z

4. ANTEL IS INTERSTED ONLY IN NEW EQUIPMENT PREFERABLY OF US

ORIGIN WITH APPROPRIATE GUARANTEES AND AVAILABLE FOR IMMEDIATE DELIVERY. LIGHTWEIGHT TRANSISTORIZED EQUIPMENT WOULD BE ESPECIALLY ATTRACTIVE. INSTALLATION, PERSONNEL TRAINING AND MAINTENANCE WILL BE DISCUSSED WITH THE SUPPLIER AS PART OF CONTRACT NEGOTIATIONS. THE MAXIMUM PRICE ANTEL WILL CONSIDER IS 2 MILLION COLONES (\$800,000).

5. COL GARCIA SPECIFICALLY REQUESTED THAT HIS OFFER BE HANDLED CONFIDENTIALLY THROUGH COMMERCIAL CHANNELS AND BEFORE DISCLOSING THE ABOVE DETAILS INSISTED ON ASSURANCES THAT NEITHER THE US MILGROUP IN EL SALVADOR NOR THE DEFENSE ATTACHE WILL BE INFORMED OF THIS REQUEST. THE REASONS FOR THIS CAVEAT COULD NOT BE DETERMINED BUT COL GARCIA WAS ASSURED THAT HIS WISHES WOULD BE RESPECTED.

6. ACTION REQUESTED: FOR BOTH COMMERCIAL AND OTHER SUBSTANTIVE REASONS WE WISH TO RESPOND QUICKLY AND POSITIVELY TO COL GARCIA'S REQUEST WHILE RESPECTING HIS CAVEATS. IF THE DEPARTMENT PERCEIVES NO OBJECTION PLEASE PASS REQUEST ON TO THE APPROPRIATE OFFICE IN THE DEPARTMENT OF COMMERCE IN A MANNER WHICH WILL PRESERVE THE CONFIDENTIALITY REQUESTED. IF THIS PROCEDURE IS NOT PREFERRED PLEASE ADVISE US HOW THIS AND SIMILAR REQUESTS SHOULD BE PROCESSED IN THE FUTURE.  
CAMPBELL

NOTE BY OC/T: NOT PASSED COMMERCE.

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## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MILITARY PROCUREMENT, RADIO EQUIPMENT  
**Control Number:** n/a  
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**Draft Date:** 03 DEC 1974  
**Decaption Date:** 28 MAY 2004  
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**Disposition Authority:** izenbei0  
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**Subject:** COMMERCIAL SALES OPPORTUNITY: MILITARY RADIO NETWORK STATE ALSO PASS COMMERCE ON RESTRICTED BASIS  
**TAGS:** BTIO, ETEL, MILI, ES, US  
**To:** STATE  
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